

The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

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The Danish Book Trade

Scandinavians Read Much More Than Americans Do. And They Have a Much More Highly Perfected System of Distribution. Iver Jespersen, the Son of One of the Most Prominent Danish Publishers, Is Over Here Now Studying American Booktrade Methods

Iver Jespersen



THE yearly production of books and pamphlets in Denmark numbers about four thousand, of which one thousand are belles-lettres. These books are sold not only in Denmark with its population of 3,000,000, but also in Norway with a population of 2,500,000. Formerly it was figured that one-fifth of the edition of a novel was sold to Norway, but this sale is rapidly declining owing to the strong movement for an independent Norwegian language; this is specially so with regard to children's books, because teachers object to confusing the child with two languages.

Scandinavians read much more than Americans do. If a "best-seller" is sold in Denmark in 40,000 copies, it is bought by one out of every seventy-five inhabitants, while a sale of 100,000 copies in U. S. means one to eleven hundred only. So big sales are attained mostly by very popular English and American novels in translations; literary, or "high-brow" works, if successful, sell from 5,000 to 10,000 copies, but the average book of this type only from 2,000 to 3,000 copies.

There is a marked difference, not known in this country, between the popular "best-

sellers" and the books of real literary merit by foreign or Danish authors. The popular novels sell at kroner 2.50-3.00 (\$1.25-\$1.50 according to the purchasing power of the Danish krone, actually 60c-75c), while the high-brow stuff costs 6-7-8 kroner (\$3-\$3.50-\$4); the practice of reprinting a work of the later type in a cheaper edition is practically unknown—at least, until it has become a classic—and enters a series of such. They all come in paper covers, but the best can be had in leather bindings also; textbooks generally in cloth, children's books both in paper covers and cloth. Popular books and juveniles have a colored picture on the cover, while the better-class works generally have decorative ornaments and borders only.

There are about thirty-five publishers in Denmark, but only some fifteen of them are of any importance. Far ahead of all the others stands Gyldendal, who has all the classics, most of the important non-fiction and a very great part of the living standard authors. It had until a few years ago branches in Oslo, London, Berlin and New York; the foreign branches are now taken over by some publisher of the respective countries, and the Oslo branch is an independent Norwegian firm, owned and con-

ducted by Norwegians. (At the same time the Copenhagen branch of the Norwegian publisher Ascheboug has been sold to a Danish firm). With the exception of Gyldendal and a few others, all the houses are typical "one-man" firms with one personality dominating all the branches of the business. There is a marked tendency to specialization (juveniles, college textbooks, religious literature, etc.). Only Gyldendal and two or three other houses have their own plants.

There are about three hundred and seventy-five booksellers in Denmark, counting two or three department stores who have licenses as booksellers. Only these are allowed to sell books, with the following exceptions: the books published by Gyldendal, who is not a member of the Publishers' Association, are sold thru all channels known to the American trade; books of the reprint type—i.e., popular fiction not costing more than 3 kroner (75c)—and juveniles within the same price-limit can be sold by stationery-shops, railway book-stalls and in the country by what would here be termed drug-stores.

With the exception of the 5 or 6 biggest booksellers in Copenhagen these organized booksellers always carry stationery and office-supplies, and very often also objects of art, photographic material, wallpaper—in small towns and in the country, in fact, a very varied stock only distantly related to the booktrade. Only very few have a second-hand-books department; if so, they must take out license as second-hand booksellers, also. No bookseller can cut prices or mark down his books; a case like Macy's would be unthinkable, altho Denmark has a law not unlike the Sherman Act; the publishers can—and do—stop giving discount to, i.e., trading with, anybody who cuts the prices, without interference of the law. The publishers only can mark down their books, but have agreed not to do so until five years after their publication.

The education of the booksellers has been organized only in Copenhagen. They start at the age of 14 or 16 with four years of apprenticeship, in three of which they go to school at the expense of the different publishers' and booksellers' organizations. The curriculum consists of literature, for-

eign languages, the tools of the trade, stationery, poster-design, with occasional visits to different plants and other institutions connected with the trade, and extracurricular lectures by prominent men in the different fields of publishing and selling books. After this four-year apprenticeship they become salesmen, or "booksellers' assistants" as they are termed. If later they want to become independent booksellers, they must apply to the *Danske Boghandlerforening* for acknowledgment as a bookseller entitled to discount on the publications of its members, i.e., practically all the publishers with the exception of Gyldendal. This acknowledgment or license is now rarely given, as it seems to be the opinion of the publishers that Denmark has booksellers enough already.

Before the spring and fall seasons the publishers' salesmen travel all over the country and take advance orders on the new books; in Copenhagen the booksellers are constantly visited by the local salesmen. The publishers maintain very intensive retail advertising thru sales-letters and circulars, always accompanied by order-forms directed to the publishers for very big orders, otherwise to the Clearing House in Copenhagen. In between the two yearly visits of the salesmen, this is the only connecting link. The *Publishers' Weekly* is not used as an advertising medium. In later years much has been done to enlist the cooperation of the booksellers in the way of window-display material and other selling helps for special drives, often in collaboration with English and American firms, in case the material used in the home country of a book can be utilized by the publisher of the translation.

The books are billed as sold outright or on consignment, and by far the greatest volume of business is done on consignment. The discounts are 25% on textbooks, 30% on all other books, 35%-40% when larger orders are taken; a great bookstore can easily average 35% on all stock. For books on consignment the discounts are 5%-10% less, and they can be called back by the publisher at any time by announcement in the trade-paper. All shipments are from Copenhagen. Gyldenhal formerly had branch offices in the most important cities; most of these have since been abandoned.

Almost all publishers have branch offices in Oslo where shipments to other Norwegian cities are handled. Big orders are shipped directly to their destination, others go thru the Clearing House.

In January the booksellers must return all but one copy of each book sent on consignment. The publishers issue a "return list" carrying all their current publications, which is filled out and remitted with the shipment; it also indicates how much they keep on consignment for the new year.

Bills are paid four times a year, but on account of the consignment system and the resulting very elaborate inventory only the last payment covers the exact balance, the others being rather a sort of fixed advance to the publishers.

Den danske Boghandlerforening (1837) is the publishers' organization; members are, besides the publishers, the director of the Clearing House and the presidents of the two booksellers' organizations. The members are ascribed from 1 to 10 votes according to the volume of their business, and the distribution of votes is revised every year. Members with more than one vote constitute the *Publishers' Council*, which

acknowledges booksellers as entitled to discount, lays down the rules governing the trade and acts as the executive committee of the *Boghandlerforening*. It has a sub-committee attending to matters of bail and credit, maintains a Clearing House working very much like the Dutch institution described by the English delegation, determines the prices of foreign books, publishes a weekly trade paper with bibliography, and, in collaboration with the booksellers, runs the above-described school. The *Boghandlerforening* is beginning to do some co-operative publicity: it sponsored a great Exhibition of the Book some years ago and publishes a joint Christmas catalog.

The booksellers are organized in two unions, one comprising Copenhagen, one the rest of the country. Thru their presidents as members of the *Boghandlerforening* they collaborate with the publishers and otherwise serve the common interests of the trade. The salesmen or "booksellers' assistants" have an association, which maintains a library, gives scholarships for traveling, publishes books on different trade questions, and also works as a club, offering lectures and various entertainments.

Book Buyers Are Human Beings

*It's Not Always Easy to Spot the Reader of Detective Stories
The Junior Clerk Learns To Tell Them The First Half.*

C. H. Claudy



"I NEVER would have suspected her of a passion for detective fiction." The Junior Clerk looked after the rather austere gray haired woman just leaving the store. "But she wanted a murder mystery and she said she didn't care how horrible it was!"

"How many books did she buy?" asked the Old Bookseller.

"Oh, only one."

"The chances are that you overlooked a

bet!" answered the Old Bookseller. "Have you ever stopped to think what it would mean to this business of ours if we sold two books to every one who came in and asked for one book?"

"It would double the business, almost, wouldn't it?" returned the Junior Clerk.

"Well, maybe not that, because a great many patrons do buy more than one book at a time as it is," answered the Old Bookseller. "But it would be a tremendous stimulation of the book business. When I get time to get on the floor, I always play that game with myself, and when I win, I give myself a detective story as a reward! I note the number of books I am asked for

and the number sold and divide by the customers . . . if I equal two books where one was expected to be bought, I win. If not, I lose!"

"But that's an impossible thing! A man wants a dictionary . . . no salesman in the world can sell him two dictionaries!"

"Why, of course he can." The Old Bookseller looked up in surprise at the Junior Clerk. "The dictionary buyer is good meat for the good salesman. People who buy reference books never have enough. People who buy detective stories seldom have enough. The hardest customer to sell two books to is the buyer of a book of poetry . . . some one certain author. I might not be able to sell the dictionary patron another dictionary, but I would never let him escape until I had tried to interest him in a thesaurus, a rhyming dictionary, forty thousand quotations, Crabb's indispensable volumes, and so on.

"Yesterday a gentleman came in carrying a suit case. Like your grey haired woman customer, he didn't look like a detective story shark, but that's a passion which has nothing to do with appearances, education, or previous condition of book learning! I got him down a few of the latest. He made up his mind swiftly and held his purchase out to me.

"That's a good yarn, I'm told," I said to him. "But read *this* paragraph!" I handed him another book. As he read it, I watched his eyes. He read like lightning. So I suggested, "You read so rapidly, the book you have chosen won't take you over an hour or so . . . will that kill all the long hours on the train?"

"So it won't," he answered, and bought two more. All because I imagined that a detective story and grip meant a journey to be dreaded and that a second or third book could easily be disposed of. Also, for some mysterious reason, fast readers are always proud of it!

"Your lady customer may be an unusual type. Of course, she may have been buying for a husband or a son; but the chances are that if she selected the book from several, rather than taking your word about what it was she was buying for her own amusement. Now a woman who really likes crime yarns is much rarer than a man who likes sentimental poetry. If you had

but shown her all you had instead of three, and had been able to tell her the first half of the few plots, I'll bet you could . . ."

"Why only the first half?" interrupted the Junior Salesman.

"All the fun in a mystery story is seeing if you can beat the author and find out who committed the gory crime or stole the historic diamonds, before the teller of the tale is ready to have you do so. A bookseller who tells the solution of a mystery story to a prospective customer is a moron, net! But if you can say 'in this story a newspaper man comes on the headless body of a ring-tailed giraffe lying in his bed,' or 'in this book a beautiful woman commits suicide by swallowing liquid plaster of paris and the detectives can't find out why until the last page,' you have said enough to interest almost any mystery lover.

"There are as many kinds of people who buy books as there are kinds of books people buy. Never forget that, my son. The man who buys one book out of one class is a prospect for other books in the same class. The chap who buys 'The Story of Philosophy' can be interested, perhaps, in any one of a dozen standard volumes on philosophy. I had to get hold of half a dozen second-hand copies of Herbert Spencer's 'First Principles' to supply a library, shortly after the 'Story' came out. The man who wants a book on gardening is ready and ripe to buy one on roses or cabbages or worms or grubs or whatever his particular garden passions are. If you don't know, find out. Know the classes, at least, even if you can't know the individual books. Don't try to sell a book on religion to the woman who wants a book on Mah Jong, and don't think you are acting as a salesman if you offer 'John Silence' to the professed Christian Scientists. Find out what interests them, then have at your tongue's end a whole lot of interesting things to tell about other books along the same line. You won't always make a sale. People do not always have the money. They may not have the time to read more than one book in a week or a month. But drop your seed! Book buyers are human beings. They can be sold. The same merchandising methods which make the five and ten cent store possible, apply to the book buyer. Five and ten cent stores thrive because their mer-

chandise is so suggestively displayed, that the average buyer of a ten cent article finds half a dozen more at the same price and buys them on the same trip. If the bookseller is bright, he will see to it that his information and his conversation spread interest before the buyer of books. He is certain to reap an increased harvest of sales among a certain proportion of customers, and he can never tell when what he says today will result in a sale tomorrow."

"You seem to regard books just as so much material to be sold by the pound or the quantity," protested the Junior Clerk.

"Indeed I do . . . from the standpoint of keeping a book store!" retorted the Old Bookseller. "A book is more than merchandise to the purchaser. It is instruction or comfort, peace or excitement, travel or adventure, love or mystery, amusement or labor, according to the man and the volume. But I sell books. I make a living disposing of books. The more books I sell the more profit I make. The more I please customers, the more books I sell. The more I know of what I sell, the more I can please my customers. It's a perfectly simple sum in common arithmetic.

"The reason some booksellers have such a hard time getting anywhere, is that they have entirely too highbrow an idea of their business. Now it is perfectly true that the average customer of a bookstore is of a higher mental ability than the average customer, let me say, of a ten cent store or a shoe store. We get the intellectual cream skimmed off the body politic. But intellectual people are just as much, if not more, human beings than any other kind and type. They can be sold by the same methods that morons are sold trick jewelry . . . by display. Display doesn't mean just a pile of books. Your real book lover doesn't pay any more attention to a thousand copies of a book in a pile than to just one copy. In fact, a too great display of a book may kill interest in it in some minds, which argue 'if it takes all that to sell it, it isn't, probably, worth while.' Display in a bookstore ought to mean knowledge on the part of the salesman as to what kinds of people buy what kinds of books, and per contra,

what kind of books can be sold to what kind of people. It means suggestion.

"Let me illustrate. In a restaurant down the street is a sign reading 'country sausage and batter cakes, fifty cents.' In another restaurant not far away is a sign which reads 'Ever eat real home made country sausage, with wheat cakes and real maple syrup on a frosty morning? M-m-m-m! Treat yourself . . . it only costs half a dollar!'

"The one is a plain announcement. The fellow who wants sausage and cakes will get them. The chap who doesn't know what he wants, won't think of them. But the second sign creates a picture and desire in the mind of the passerby. It suggests. It brings back a memory. It intrigues.

"A sign on a pile of books which reads 'Mystery Story, By Hidem Seekem, \$2.00' will interest the chap who is consciously looking for a mystery story. But it won't even make a dent in the mind of the man who isn't, perhaps, an inveterate reader of crime yarns, who has merely dropped in to find something with which to spend an evening. But if you will have a sign over a pile of Hidem Seekem's yarns which reads 'Who dipped Gordon's cat half way into a pail of white wash? How could Lady Marcy's diamond necklace find its way into a growing watermelon? Hidem Seekem keeps you guessing all evening and won't let you go to bed until you finish "The Whosis Tangle"' you have said something to create a desire to buy the book and find out.

"Filling orders is an easy job. Selling people the books they know they want is simple. Creating a desire in the desireless mind, for a book the mind never thought of, is the salesman's job."

"You've sold me, all right!" answered the Junior Clerk, "Where is that Whosis Tangle you speak of?"

"I'll have to write it for you, I just made that up. But here is a real mystery story that"

"Oh, forget it! I got to go study up on crime yarns so I can tell 'em the first half!" grumbled the Junior Clerk as he left the Old Bookseller to wait on a newly arrived customer.



Little, Brown

THE Publishers' Weekly

The American Book Trade JOURNAL

Founded by F. Leypoldt

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I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.
—BACON.

The Literary Guild

THE new booktrade problems introduced by the Literary Guild have received, we hope, a thoro representation in the text of the *Publishers' Weekly*, both pro and con. Their direct consumer advertising and canvass will shortly begin. Some publishers have consented to present manuscripts for the purpose, altho their names are not mentioned, and their opinions cannot be put into print. The Booksellers' Association, represented by its Board of Trade, has recommended that its members do not undertake to act as agents, but some booksellers, acting for themselves, have decided to cooperate.

The *Publisher's Weekly* has seen no reason to change its first stated belief that such a program is a set-back to American bookselling. To compare this situation with that in another field, let us suppose that the producers of a new film, who usually get their important income from the first release houses where the film is shown at about a 75c. rate, should consider making simultaneous release in every city on the subscription plan. At the Grand Theater, then, "The Vanishing American" will be released on March 1st at 75c. a seat, while at the Peoples' Theater in the same town it will be released at 35c. on the same day with the proviso that those who go must subscribe to 12 monthly perform-

ances in order to obtain this price. The Peoples' Theater would explain that they were not lowering the price of the first release house, because no one could come at all unless they subscribed for the whole year.

Again, the book publisher is in the situation of undertaking to do the publicity and have the general responsibility of book selection for his year's group of books and then to agree that his best book of the season will be sold at half price thru another agency, being persuaded that, by using both methods, there is to be no overlapping of sales area.

The bookseller will be in the position of explaining to his customers why a Literary Guild edition of a new novel, let us say, 40,000, can be sold at \$1.50 while the trade edition he handles, which may happen to have gone to an advance printing of 75,000, has to be sold at \$2.50. It might seem to the customer that, if that was the only difference in the two processes, all books hereafter had better be published on the monthly basis. Publishers and booksellers will have a great deal to do in the next few months to explain why the publishers who cooperate are playing favorites with part of their public.

The Younger Generation

"EVERYBODY is talking about 'What's the matter with the younger generation today,'" says the *Bookbinders' Magazine*, "but one thing which is decidedly right about the young people these days—and probably at the same time partly responsible for its changing habits and view-points and customs—is the fact that they are reading books eagerly, books that are worth while. Men, too, are demanding books more than ever—this is one of the reasons for the widespread interest in biography, history, and the popularizing of the sciences and philosophy. In addition, the increasing use of electrical and other modern appliances in lightening the burden of housework is releasing more time for the housewife to use in reading, whether thru her own initiative and choice or thru the inspiration and guidance of the large numbers of women's clubs which have study sections."

Can the College Operate its Book-store Economically?

THE decision of the courts of Ohio in permitting the University to enter into the selling of books and other merchandise in competition with private business may have its general effect throughout the country, altho in most colleges the situation in regard to the providing of books has been carefully studied, and decisions reached as to the best methods.

The problem would be much more clearly understood if colleges as a whole would study the costkeeping of their arrangements more carefully. Housing room allowed for store purposes is space taken away from other educational work; the expense of buying, selection and handling, and all things should be carefully considered, and the bookkeeping be so arranged that the trustees have a clear conception of just how much it costs to do the business involved. In some cases, after this study has been made, it has been found that the cheapest method was to allow the bookstore to handle the books.

University students always have recourse to some free copies at the library, often there are extra copies of books in great demand and some find they can do better work by owning their own personal copies, which they can buy at the bookstore and continue to own after the course is over. No one who knows the discounts on textbooks is likely to believe that bookstores are given any highly profitable privilege in being encouraged to handle this business, and those who study carefully the relative cost of private management and institutional management will not be likely to think that there can be very large savings made by institutional ownership unless they be made at the expense of some other college functions.

Certainly every institution should see that books are made as available to their student body as possible and at the least possible cost. They should also be sure that there is no confusion as to the question of this cost and that such possible confusion does not lead to unfairness to those who are conducting this work under private management.

Second Class Postal Rates

ON January 11th, the Senate Committee on Post Offices and Post Roads acted favorably on the McKellar recommendation for a reduction in the rates on Second Class matter. It also acted favorably on four of the five postal bills passed last month by the House withholding their decision on the bill revising the special handling charges.

The proposed rates on the Second Class matter (newspapers and periodicals) would be the rates which went into effect on July 1, 1919, after the second of the war increases. As compared to present rates these are:

Zones 1 and 2	1½c. now 2c.
" 3	2 " 3
" 4	3 " 6
" 5	3½ " 6
" 6	4 " 6
" 7	5 " 9
" 8	5½ " 9

The proposal also provides for a newspaper bundle rate in cases where the only service performed by the Post Office is that of transportation.

The McKellar amendment provides for bundle rates as follows:

First, Second and Third Zones, 50 cents per 100 pounds; Fourth Zone, 75 cents; Fifth Zone, \$1; Sixth Zone, \$1.50; Seventh Zone, \$2; Eighth Zone, \$2.50. Bundles for delivery in the First, Second and Third Zones weighing less than two pounds shall pay 1 cent; for delivery in the First and Second Zones weighing less than five pounds, but more than two pounds, shall pay 3 cents, and all bundles weighing more than five pounds shall pay on the pro rata of the 100-pound rate.

The Senate Committee is also about to present its recommendations on the rates for Third and Fourth Class matter.

January 22nd Issue

ANNUAL SUMMARY
NUMBER

An A. B. A. Page

News and Notes of the American Booksellers' Association

Ellis W. Meyers, *Executive Secretary*

255 Tenth Ave., New York City

EVERY once in a while we are treated to a homily on the advantages of being careful and saving the string and paper that is used for wrapping any packages which we may receive. The inference usually drawn is that the paper and string have an economic value, while the value lies in the cultivation of the thrift habit. Because this is pretty generally misunderstood, the average businessman approaches the problem from the "making" angle, and endeavors to earn enough to cover his many expenses. Were some of the "slow leaks" stopped, less energy might be spent on the job; there would be a lower gross, but a greater net profit; the saved energy could be put into other things.

Spending money is "lots of fun" but not good business; it is oftentimes possible to purchase the same articles or service at a lower cost. In the booktrade, one of the leaks is due to the cost of getting books from the New York publishers. Carriage charges are high, and, in many instances from one to five per cent and sometimes more has been added to the cost of the books by the time that they are placed on the shelves. The bookseller, therefore, loses from one to five dollars out of every possible one hundred dollars profit. If that amount can be lowered, he is able to make a larger net profit. If the saving is reinvested in advertising, or more stock, the money has a chance to go to work again, this time for the bookseller and not the express company, railroad, or post office.

Careful study over the period of the last six months has convinced us that there are many ways in which the bookseller may save part of his carriage charges. The following table is the first of a series which will appear in the *Publishers' Weekly* from time to time. The cities will be chosen at random. The rates are exactly the same to all cities that are equally distant from New York. The saving varies slightly in

proportion to the distance from that point, but it is always worth while.

Destination: Houston, Texas. Route: Freight (all land lines). (This bookseller has instructed the Clearing House to "hold for an accumulation of about 200 pounds.").

Oldest package in case when shipped: 4 days.

Publisher	Package weights	P. P. cost	Express cost
Appleton	41 lbs	\$.13	\$3.10
Association Press	1	.13	
Boni, A. & C.	1	.13	
Brentano	29		2.29
Burt	4	.43	
Century	3	.33	
Cosmopolitan	15		1.35
Dial	2	.23	
Dodd Mead	12		1.15
Dodd Mead	2	.23	
Doran	4	.43	
Doubleday	2	.23	
Dutton	3	.33	
Funk & Wagnalls	3	.33	
Grossett & Dunlap	2	.23	
Harcourt	5	.53	
Harcourt	3	.33	
Harper	1	.13	
Knopf	2	.23	
Knopf	6	.63	
Longmans	2	.23	
Macmillan	4	.43	
McBride	2	.23	
Modern Library	3	.33	
Oxford	10		1.02
Putnam	3	.33	
Isaac Pitman	6	.63	
Scribners	1	.13	
Scribners	14		1.29
Stokes	2	.23	
Stokes	4	.43	
Syndicate	3	.33	
Viking	3	.33	
Warne	2	.23	
			8.74
			10.20

Total cost of shipping as individual packages	18.94
Case when packaged weighed 214 pounds	
Freight charges on case @ 3.36½ per C.	7.20
Clearing House charges	1.65
Cartage at Houston (maximum)	.75
	—
Total cost thru Clearing House	9.60
Saving effected by using Clearing House	9.34

This is an exact study of a case of books that was shipped to one of our members. As it is an average case containing an average number of enclosures it will be "shipped" to various parts of the United States and the difference in cost between the direct-from-publishers service and the Clearing House service will be made known to all interested persons in the trade. How much can you earn by using the thrift method? If you have any individual transportation problem write to us, and we will try to get some definite information for you so that you can solve it.

English Booktrade News

From Our London Correspondent

HERE was not the slightest doubt about the past Christmas season being a good one. There is a reaction of good business, after the gloom of the general strike, which continued in the coal strike thru the summer and well into the fall. Now this is all past, and people have begun to take a new joy in life. This was evidenced by the number of people who were about shopping, and books were getting their share of the buying. Everywhere you may find a new hope and optimism. Not for many years have we seen so many people buying books, or have we heard such pleasure expressed among those who make and sell books, as last Christmas. Whether the volume of business which was being done will be sufficient to offset the very bad earlier months remains to be seen. While it will surely go a long way towards it, we very much doubt if the present turnover will make good those earlier and unfortunate trade losses. Still we must be thankful for the turn of the tide, and leave it at that.

The Coming Spring

There is bright expectation as to the prospect of business for the coming spring. Publishers are very actively engaged making up their advance lists. Not for many years has there been so much definite and

vigorous activity in the world of books as is to be found at the moment. Some autumn books have been held over until this year, and they will form the first group of the 1927 publications. The probability is that book publishing will get going very early in 1927, and we hear of a number of important biographies, novels, and books in general which will appear before the spring is far advanced.

Another Hutchinson Development

Hutchinson & Co., which recently took over the business of John Long Melrose, have formed another company to be called The Hutchinson Printing Trust, Ltd., with a share capital of £600,000. A number of well known old-established printing houses are to be incorporated in the new concern. These include: Messrs. William Brendon & Son of Plymouth, The Anchor Press of Tiptree, Essex, Webb & Co., Bookbinders, of London, and Fisher Knight & Co., St. Albans, among others. It is interesting to note that Webb and Co. have been in business one hundred and thirty years. The directors of the Hutchinson Printing Trust are Walter Hutchinson, C. E. Brendon, J. D. Beaven and C. H. Terry, all well known in the publishing and printing trades.

In the Book Market

“DARK OF THE MOON,” Sara Teasdale’s new book of poems, *Macmillan*, is being translated by Rikuso Watanabe into Japanese. Her poetry is already well-known in Japan, for a volume containing translations from her earlier books was published there some time ago. The translation was made by M. Mijutani, himself a poet of distinction. Other translations of Miss Teasdale’s poems have been made by Yaso Saijyou, who is considered the foremost poet of Japan. ♦ ♦ ♦ On a recent trip thru the Middle West Christopher Morley gathered lists of Neglected Books from quite a few persons. In his column, “The Bowling Green,” in *The Saturday Review of Literature* he writes: “In Chicago, lunching with Mr. Solle, one of the very alert staff in Kroch’s remarkable bookshop, I asked him to give me his own private list of what he considers Neglected Books. It went thus:—

Kingsley Porter: *The Seven Who Slept.*
Gilbert Murray: *Religio Grammatici.*
Cummings: *An Island Chronicle.*
Arthur Cosslett Smith: *The Turquoise Cup.*

Maurice Baring: *Diminutive Dramas.*
Compton Leith: *Sirenica.*
A. F. Wilson: *The Township Line.*
The Letters of William James.
W. H. Hudson: *The Shepherd’s Life.*
Dennis Bradley: *Eternal Masquerade.*
Evelyn Underhill: *Letters from a Prairie Garden.*

There was one more title on Mr. Solle’s list of too much neglected books, but demurely we suppress it.” ♦ ♦ ♦

The John Day Co. has announced for March “The Sorcerer’s Apprentice” by Hans Heinz Ewers, translated by Ludwig Lewisohn. Ewers is noted in Germany for his tales of psychological horror and this first of his books to be translated into English shows, brutally and pitilessly, the workings of religious hysteria and its yield of lust and cruelty. Mahlon Blaine is to illustrate the book. His “Limehouse Nights,” published by McBride in the fall

showed him to possess just the right temperament and force in his drawings to do splendid things for this book. ♦ ♦ ♦ At the conference in Rochester last week of the American Historical Association the Executive Council approved plans for seven national organizations to cooperate in an American Encyclopedia of Social Science. The work will take six years and the raising of five-sixths of the \$650,000 cost has been already assured. Ten volumes of about 800,000 words each will be issued. Dr. Edwin R. A. Seligman has been selected as editor-in-chief and he will be assisted by Mary Van Kleeck, Clark Wissler, A. A. Goldenweiser and Professors Carleton J. Hayes, John A. Fairlie and William F. Osborne. The following organizations will be represented in the enterprise: The American Economic Association, the American Historical Association, the American Political Science Association, the American Sociological Society, the American Statistical Association, the American Anthropological Society and the American Association of Social Workers. ♦ ♦ ♦

Dodd, Mead is to republish this month one of Agatha Christie’s best detective novels, “The Mysterious Affair at Styles.” For some years out of print it was the first story to introduce M. Hector Poirot, the famous Belgian detective who brought about the solution of “The Murder of Roger Ackroyd.” In February *Collins* will issue in England “The Big Four” a new novel by Mrs. Christie. ♦ ♦ ♦ Another *Dodd, Mead* book to be published soon is “Anatole France, Parisian.” This book by Herbert L. Stewart, Professor of Philosophy in Dalhousie College, Nova Scotia, Canada, is a biographical and critical survey of the life and writings of the Master. ♦ ♦ ♦ Here are authors! Glenway Westcott from Nice, Cecil Roberts here to lecture, Francis Brett Young from Capri, Phillip Guedalla en route from England and Osbert Sitwell, Frank Swinnerton and Hugh Walpole still with us. *And*, in London there is a brand new little A. S. M. Hutchinson—a baby not a book.

Somehow somebody left the *Garden City Publishing Company's* list out of the mid-winter index of forthcoming books and we hasten to make our own little announcement here. Ladies and Gentlemen! For January, "Faery Lands of the South Seas," Hall and Nordhoff, and "Of All Things" by Robert Benchley. For February Morley's "Shandygaff" and the "New Book of Etiquette" by Lillian Eichler, and for March, "Blanchan's "Bird Neighbors" and "Autobiography of Benvenuto Cellini." We've seen the January publications and are amazed at the improvement the new jackets make. Also prices are omitted on the jacket which will help greatly in increasing the gift sales, but, to sell the books, the publishers supply the stores with quantities of yellow bands prominently featuring the dollar price, which they can wrap around a few of the books on display. The new 50c. juvenile titles are, "Frank Allen at Zero Camp," "Frank Allen Snowbound," "Texasmen and Texas Cattle" and "Sad Sontag Plays His Hunch." ♫ ♫ ♫ The Fifth Avenue Bookshop in New York is conducting a series of readings during January and February on Sunday evenings. On the sixteenth Clare Tree Major, director of The School of the Theatre, and Leighton Rollins (no, he's not appearing as a poet this time) of the Boston Repertory Theatre, will be guests and speakers. Sara Bard Field will read a group of her poems. On January 23rd Barbara Young will read a "request" program of her own poems. ♫ ♫ ♫ On page 40 of the *Publishers' Weekly* for January 1st we spoke of "The Son of the Sheik" as being in the *Grosset* edition. Nonsense! The only popular priced edition of this title is the *A. L. Burt* one. We thought the linotypist knew that. ♫ ♫ ♫ Anyone possessing letters written by the late Joseph Pennell is requested to send them to Mrs. Pennell in care of *Little, Brown*. Yes, there is to be a "Life and Letters" upon which she is now engaged. ♫ ♫ ♫

Dutton has been trying to make its books look attractive for some time and now there comes a very definite acknowledgment of this effort. The jacket designed by Leon des Rosiers for the new Ibáñez book, "The Pope of the Sea," has been awarded the "Medaille d'Honneur"

from the Paris Industrial Exhibition at the annual art exhibit as the best designed book jacket of the year. The book will be published here on February 4th.

An interesting book has just come out under the *Penn Publishing Co.* imprint. This is "The Story of the Williams" by Grace Humphrey, illustrated by Hattie Longstreet Price. It is made up of true stories of ten famous men bearing the name William. This joins the three other books in the same series, "The Story of the Marys," "The Story of the Elizabeths" and "The Story of the Johns" by the same author. The illustrations for all these books are very live and interesting ones and are in keeping with the general excellence of their make-up. ♫ ♫ ♫ *Harper and Bros.* did not publish Joan Sutherland's "Unquenchable Fire" on January 14, as announced. The publication date will be given later. ♫ ♫ ♫ *Doubleday, Page* has carried on what is probably the first trans-Atlantic telephone conversation in connection with the publishing of books. On Monday morning January 10th the question came up at *Doubleday, Page & Co.* regarding a book to be published next Fall which at that time was in the hands of *Wm. Heinemann* in England. Frank N. Doubleday gave orders to get Heinemann on the telephone and a few minutes later carried on a conversation with Mr. Evans of the London publisher's office. Don't cable, telephone!

Elihu Root, on receiving a check for \$25,000 awarded him by the Woodrow Wilson Foundation for his work in helping to create the World Court, turned it over to the Council of Foreign Relations, which publishes the magazine *Foreign Affairs*. "I should be glad," he said, "to have it invested and kept as a part of an endowment fund, the income from which would be applied to the maintenance of the quarterly journal entitled *Foreign Affairs*."

♫ ♫ ♫ The first novel to be published by *Edwin Valentine Mitchell* of Hartford will appear February 19th. It is called "Morning, Noon and Night" and is by Kenneth Phillips Britton, a recent graduate of Williams. ♫ ♫ ♫ *Henry Holt & Co.* will publish a biography of "Chopin" by Guy de Pourtales, who was the author of the life of Franz Liszt, published last year.

In and Out of the Corner Office

WE are glad to hear as 1927 swings in that George Putnam is again going voyaging and is again going to take son David with him, this time to Hudson Bay, a very appropriate sequel to the trip to Greenland. It is very interesting and almost amazing the way these books of David's go-a-selling. Up to the close of the year 28,500 had been sold of the Greenland trip and 27,000 of the 'David Goes A-Voyaging.' As Mr. Putnam says, the authenticity and simple clearness of the books make an extraordinary appeal.

* * *

Last Wednesday Lesley Frost of the Open Book Shop of Pittsfield, Mass., sailed on the Franconia for a long world trip as bookseller to the cruise. We were glad to have a chance to bid her Godspeed in this bookselling enterprise, which will carry American bookstore practice farther afield than it has yet gone, for the good ship is not only going to the Orient but will touch Australia, South Africa and South America. The picking of stock for such a long expedition is very difficult, but it seems to have been extremely well planned by Miss Frost. Books for general popular reading she will put on a rental basis, which seems a practical plan for a boat, as they would be passed around under any circumstances.

* * *

Mary Gould Davis of the New York Library is making careful plans for her work as chairman of the Book Production Committee of the Children's Librarians' Section of the American Library Association. It always seems to us that there is a great deal of good that such a committee can accomplish and that the suggestions that they can gather together are important for book publishing. Miss Davis has a strong group with her on the committee and publishers should look forward to their suggestions with interest. They are Jacqueline Overton, The Children's Library, Westbury, L. I.; Lucy Fuller, The Tyrell Public Library, Beaumont, Tex.; Marian Greene, The Alhambra Library, Alhambra, Cal.; Anne Fox Olophant, Cleveland Public Library, Cleveland, O.; May Massee, Doubleday, Page Co.

The College and Its Bookstore

AT the Ohio State University, Columbus, there has been a controversy between the trustees of the University and the bookstore of F. C. Long, which brings up the whole question of how best to distribute books to students.

With the idea of finding a way to save money for the students, the trustees of this University took over the business of the Ohio State University Cooperative Supply Company, and has undertaken to furnish schoolbooks and supplies to the student body without profit. Mr. Long obtained an injunction in the courts on the ground that this was exceeding the rights of the University in entering into the field of private business. In the decision handed down on December 18th the trial judge found in favor of the trustees and the injunction was withdrawn.

The plaintiffs contended that the operation of this store violated the constitution, in that the merchandise was being purchased on state's credit. The judge declared that the University's method of operation being that of a rotary fund and self-sustaining in its nature and being wholly conducted for the benefit of the students of the University, it was assisting them in securing an education, and the court held the opinion that the constitution was not, therefore, violated. The plaintiffs also contended that the state had no power to appropriate money in order to furnish students with merchandise at a lower cost than that at which they might be purchased from private merchants. The judge decided that, if the state has a right to furnish the student body with merchandise at all, it certainly has the right to determine the price at which the same may be sold to the student body. The opinion of the court was that the state had this right and the trustees were well within their rights in rendering this service to the students.

Correction

THRU an error in the page advertisement of "Wine, Women and War" in the January 8th issue of the *Publishers' Weekly*, the price of the book was omitted. The price is \$2.50.

Two New Religious Departments



Walter Lewis

Walter Lewis Goes to Harper

HARPER & BROTHERS have established a new department of books relating to religion and allied subjects. It will be headed by Walter S. Lewis, for the past ten years manager of the Book Department of the Presbyterian Board of Publication. Mr. Lewis comes to the Harper House with his ripe experience in the field of religious publications in addition to many previous years' association in the general booktrade. He has been for years a conspicuous and active member of the American Booksellers Association and an organizer of Religious Book movements.

Harpers state that they will devote all possible energy, discrimination and enterprise in promoting the publication and distribution of outstanding books of a religious, ethical and theological character so that the new department will become an important part of their general publishing business. Other Harper changes are: Adam Burger has succeeded William H. Mook as sales-manager; Claud Gittens has taken over Mr. Burger's territory. Preston H. Early, well-known representative of the L.

C. Page & Co., Boston, has stepped into Mr. Gittens' shoes. V. M. Biggert has been given the middle western territory. E. R. S. Reynal has been added to the city staff.

Harry V. Meyer at Winston

WITH its constantly increasing list and the many new religious books it has in preparation, the John C. Winston Co. believes that it will be in a better position to serve the interests of the religious booktrade by the organization of a Religious Book Department. Harry V. Meyer has been selected as supervisor of the department.

Mr. Meyer started his career in the book business with the American Baptist Publication Society in Philadelphia when they were located at 1420 Chestnut Street. In 1908 the Society sent him to Boston to take charge of its work in New England and in Eastern Canada.

In 1915 The American Baptist Publication Society called him back to Philadelphia to be its Business Manager in charge of all of its stores.

For two years he was with C. R. Gibson & Company, publishers of Sunday School cards, Scripture Mottoes and other religious material.

In the spring of 1925 he succeeded the late Charles M. Roe, and until November 30, 1926, represented the George H. Doran Co.

Harry V. Meyer



The Winston Company aims, thru Mr. Meyer, with his wide experience in the religious book field and his knowledge of religious activities, to offer co-operation that will prove of mutual benefit.

I Wish I Had More Time To Read

Robert S. Lynd

Assistant Director of the Commonwealth Fund

AND YET, most of us are spendthrift readers. Owing to faulty reading habits, we waste from ten to thirty minutes of each hour of reading. Most adults read far more slowly than they are capable of reading. A study of a random group of twenty adults, when reading silently to themselves at their ordinary rates, showed that their reading speeds varied all the way from 2.5 to 9.8 words per second. Theodore Roosevelt managed to be astonishingly well-read even during his busiest period in the White House because he knew how to read. A slow reader can teach himself to read more rapidly without loss of effectiveness of understanding of the content read or in the flavor of the author's style. Experimental evidence does not bear out the traditional belief under which most of us were brought up that slow readers make up for their slowness by more thorough comprehension.

Here are some simple rules educators recommend to busy people to increase their speed of reading:

1. Force yourself to read more rapidly than feels comfortable. This is the most important rule of all. You will be bothered at first by not grasping the matter you are reading as well as is your wont. Disregard this and it will right itself with practice. An educator who has devoted considerable

time to research into the problem of effective reading says, "I have considerably increased my own speed in reading by waking up to the fact that my rate was unnecessarily slow and then persistently reading as fast as possible with well-concentrated attention, taking care to stop short of fatigue until the new pace was somewhat established."

2. Make as few stops or eye-fixations" in each line as possible. In reading, the eye moves not continuously, but by jerks and pauses. "The eyes take rapid glimpses or snapshots of successive portions of a line of print and then pieces them together in obtaining the meaning. You do not read while your eye moves but when it stops. Do not read by syllables or even by words, but by groups of words, phrases, and sentences. Thus a poor



SOME months ago in a brief paragraph in the PUBLISHERS' WEEKLY, Bob Lynd (former editor of the PUBLISHERS' WEEKLY), suggested that more books would be read if readers learned to increase their reading pace. More than one of our readers have asked how this could be done. Mr. Lynd has written about his plan enough copy to supply Mr. Knopf with a book mark which is being used in some of his books and which, with his permission, we reprint here.

reader who averaged 15.5 eye-pauses or "fixations" per line of a given length decreased the number to 6.1 by a twenty-minute practice period each day for twenty days. Can you read a newspaper line with only three fixations? Do not fixate on the first word in a line but somewhere inside the beginning of the line; likewise make your last eye-pause in the line somewhere short of the end of the last word. Experiment with the most effective way to "hit" the lines of each type of subject matter you read.

3. Do not allow the eye to break its forward sweep by wandering back in regressive movements to pick up something you have missed. You will have to guard especially against this at the outset when you are forcing yourself to read more rapidly. The most common cause of regression is a faulty hitting of the line when the eye sweeps back from the end of the preceding line.

4. Establish a regular rhythm of eye-movements adapted to the length of line and subject matter of each book you read. Feel yourself swing into each line with this rhythm. As Professor Buswell of the University of Chicago has pointed out, "In the eye-movement record of a mature reader it will be seen that the eye progresses across the lines with a rhythmic swing, making approximately the same number of fixations per line, with few or no backward movements. In contrast with this, the immature reader moves forward a few fixations, then backward to refixate upon some word which was not clearly recognized, then forward, and soon back again in the reverse direction."

5. Do not pronounce the words as you read or even allow your lips to move silently, as this slows up reading.

6. Test yourself by reading for fifteen minutes in some standard book like Bryce's "American Commonwealth" and then count the number of lines read. Repeat this test once a fortnight for two months and note your substantial progress.

7. Discriminate among types of reading. Cultivate the knack of shifting gears according to the grade of the reading in your hand at the moment. Unless you are an unusual person you can afford to speed up your reading of all types of subject matter. But learn to read your newspaper or a popular magazine or a detective novel even more rapidly than you are able to read a history or a volume of scientific subject. In reading solid non-fiction it is usually worth while to skim the book quickly first to get the general drift of its content, and then go back and read it somewhat more carefully.

8. And, finally, have some flexibility and sense of humor about all this business. Don't go dancing off with the idea that

nothing is worth rolling under one's literary tongue, or that we counsel dashing thru the "Ode on a Grecian Urn."

Record of American Book Production, December, 1926*

CLASSIFICATION	New Publications			By Origin			
	New Books		New Editions	American Authors	English And other Foreign Authors		
	New Books	New Editions	Pamphlets		American Manufacture	Imported	
Philosophy	18	—	3	19	—	2	21
Religion	61	5	7	62	—	11	73
Sociology	23	2	9	30	1	3	34
Law	4	3	1	8	—	—	8
Education	25	—	6	29	—	2	31
Philology	13	2	2	11	5	1	17
Science	26	3	11	28	—	12	40
Technical Books .	21	5	5	25	—	6	31
Medicine	25	9	5	33	—	6	39
Agriculture	6	2	16	24	—	—	24
Domestic Economy	3	—	4	7	—	—	7
Business	20	—	2	21	—	1	22
Fine Arts	10	2	—	10	1	1	12
Music	4	1	—	5	—	—	5
Games, Sports ..	14	1	2	14	—	3	17
General Literature	29	9	4	36	—	6	42
Poetry, Drama ..	59	11	21	82	8	1	91
Fiction	22	26	—	19	24	5	48
Juvenile Books ..	27	20	1	38	7	3	48
History	33	6	5	31	1	12	44
Geography	28	3	6	27	1	9	37
Biography	31	4	2	16	9	12	37
Miscellaneous ...	—	2	—	2	—	—	2
	502	116	112	577	57	96	730

* In December, 1926, 402 new books, 90 new editions, 91 pamphlets, a total of 583, were recorded.

Changes in Price

HARPER & BROS.

"As It Was," by H. T. To be \$2.50 instead of \$2.00 as listed.
 "The Black Death," by Johannes Nohl. To be \$4.00 instead of \$3.50 as listed.
 "The River Thames," by F. V. Morley. To be \$6.00 instead of \$4.00 as listed.
 "Harper's Airplane Book for Boys," by Collins. To be in Harper's Practical Book Series at \$2.00.

MACRAE SMITH COMPANY

George Byron Gordon. "Rambles in Old London," from \$4.00 to \$5.00.
 Rupert S. Holland. "Historic Ships," from \$3.50 to \$4.00.
 Above changes effective January first.
 "Rittenhouse Classics" from \$2.25 to \$2.00, effective February first.

Obituary Notes

MRS. WALDO RICHARDS

MRS. WALDO RICHARDS, widely known as reader and interpreter of poetry and as the founder of the Magic Carpet Book Room at 7 East 54th Street in New York City, died on January 7th at the home of her sister, Mrs. Calvin Austin in Boston. Born in Gardener, Maine, she received her education in public schools and under private tutors. In 1881 she married Charles Waldo Richards of Chicago, Ill. She early developed an interest in poetry that was encouraged by Longfellow, Eugene Field and Holmes until she gained quite a reputation for her reading of poetry largely before drawing room audiences in this country and before royalty in Europe. As part of her bookshop program she planned many readings at which prominent poets appeared. Mrs. Richards was the compiler of several anthologies of American and British poets, among them, "High Tide, Songs of Joy and Vision from the Present-Day Poets of America and Great Britain," 1916; "The Melody of Earth," 1918; "Star Points," 1921, and "The Magic Carpet, Poems for Travelers," 1924.

FRANK L. STANTON

FRANK L. STANTON, poet laureate of Georgia, died in his home in Atlanta, on January 7, at the age of 70. He had not been very well for several years, but his column in the Atlanta *Constitution* appeared regularly except on two or three occasions. Mr. Stanton's best-known works are "Mighty Lak A Rose," "Just a Wearyin' for You," (both set to music and distributed thruout the world) and "L'il Feller." His first book of poems appeared in 1892 under the title of "Songs of the Soil." Others included "Comes One with a Song," "Songs from Dixie," "Up from Georgia," and "Little Folks Down South."

NATHAN GALLIZIER

NATHAN GALLIZIER, author of historical novels, died at his home in Cincinnati, January 11th, at the age of sixty-one. He was born in Ludwigsburg, Germany, and came to the United States in 1882.

He was the author of "Castel Del Monte," 1905; "The Sorceress of Rome," 1907; "Lucretia Borgia," 1909; "The Court of Lucifer," 1911; "The Hill of Venus," 1913; "The Crimson Gondola," 1915; "Under the Witches' Moon," 1917; "The Leopard Prince," 1920; "The Lotus Woman," 1922; "The Wand of Circe," 1924; "The Red Confessor," 1926.

Personal Notes

S. H. VOSS will cover the Pacific Coast territory for Small, Maynard & Company beginning January 1, 1927.

OGDEN NASH will hereafter be in charge of the book advertising of the Doubleday, Page Co. Mr. Nash has been with Doubleday, Page in the advertising department for about two years, and has more or less directed such campaigns as the "Show Boat," "The Romantic Comedians," and the more recent Doubleday books. Mr. Nash is also the author of "The Cricket of Carador," and is a Harvard graduate, class of 1923. Mr. Nash's assistant in advertising will be George Stevens. Mr. Stevens, also of the class of 1923 of Harvard, has been for the past year in charge of the advertising of Alfred A. Knopf.

STORER B. LUNT, formerly with Doubleday, Page & Co., is now with the sales department of the George H. Doran Company.

Business Notes

HOLLYWOOD, CALIF.—Brown's Book Store, 1639 N. Cahuenga Ave., has been bought out by Morris Davis, formerly connected with the business. Mr. Brown has opened a bookstore in Ocean Park.

OCEAN PARK, CALIF.—Brown's Book Store has been opened by Herman J. Brown, formerly of Hollywood, at 2905 Ocean Front.

ST. AUGUSTINE, FLA.—Mary L. Holden has opened a Rental Library at 36 Paragona Street.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.]

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, Frederic Justin

Quincy Adams Sawyer; a comedy drama in four acts; dramatized from C. F. Pidgin's novel of the same name. 106p. diagrs. D (French's standard lib. ed.) c. '01, '26 N. Y., S. French pap. 75c.

Adams, Herbert

Comrade Jill. 248p. D [n. d.] Phil., Lippincott \$2
A story of political adventure in London in the year 1931.

Adlerblum, Nima H.

A study of Gersonides in his proper perspective. 149p. (8p. bibl.) D '26 c. N. Y., Columbia Univ. Press \$1.75
A study of a Jewish philosopher.

Aminoff, Constance Léonie Caroline Borgström

Glory. 427p. D (Torchlight ser. of Napoleonic romances) ['27] N. Y., Dutton \$2.50

Seventh in the series of novels, each complete in itself, dealing with certain periods of Napoleon's life.

Andersen, Hans Christian

The true story of my life; tr. by Mary Hawitt. 326p. il. D (Scandinavian classics, v. 26) '26 N. Y., Amer.-Scandinavian Foundation \$2.50
The original form of the autobiography as written in 1846.

Anderson, Neal L., D.D.

God's world and word; addresses for today. 160p. D [c. '26] N. Y., Revell \$1.25

Andrews, Charles McLean

A short history of England; rev. ed. 526p. il., maps D [c. '26] Bost., Allyn & Bacon \$1.80

American Tree Association, comp.

Forestry almanac; semi-centennial ed. 345p. (7p. bibl.) il., diagrs. O [c. '26] Wash., D. C., Compiler \$1
Amen, Elisabeth Wheeler

An experimental study of the self in psychology. 72p. O (Psychological monographs, v. 35, no. 4) ['26] Princeton, N. J., Psychological Review Co. pap. 75c.

Anthony, Katherine Miner

A manual for observation and teaching in the elementary grades; rev. ed. 67p. Q '26 Balt., Warwick & York pap. \$1

Appleby, Rosalee Mills

The life beautiful. 199p. front. (pors.) D [c. '26] Nashville, Tenn., S. S. Bd. of So. Bapt. Convention \$1.25
Essays intended primarily for young women, by a South American missionary.

Association for Research in Nervous and Mental Diseases

The human cerebrospinal fluid. 594p. (bibls.) il., diagrs. O (Ser. of research pub'ns, v. 4) '26 N. Y., P. B. Hoeber \$10

Augustine, Charles, D.D.

The canonical and civil status of Catholic parishes in the United States. 334p. O '26 St. Louis, B. Herder \$2.50

Baker, G. Leslie

The dummy of Stainwright Hall [novel]. 219p. O '26 St. Louis, B. Herder \$1.50

Baldwin, James Mark

Between two wars, 1861-1921; 2 v. 302p.; 371p. il., diagr. O '26 c. Bost., Stratford \$10, bxd.

Memories, opinions and some letters received during sixty years by an American philosopher.

Bashford, Henry Howarth

Behind the fog. 297p. front. (map) D c. N. Y., Harper \$2

An adventure story, which begins with strange happenings in an English fog.

Bat (The); a novel from the play by Mary Roberts Rinehart and Avery Hopwood. 319p. D (Popular copyrights) [c. '20, '26] N. Y., [Grosset] 75c.

Baby in the house of health, The [rev. ed.] 32p. il. nar. O [c. '24 '26] N. Y., Amer. Child Health Ass'n pap. apply

Barracough, Henry, ed.

Presbyterian handbook, 1927. 126p. T [n. d.] Phil., Presby. B'd of Christian Educ. pap. 10c.

Bates, Katharine Lee

The pilgrim ship. 215p. O '26 c. N. Y., Womans Press bds. \$2

A collection of poems, some written during Miss Bates' travels in Egypt and Palestine nearly twenty years ago that appeared in her first volume of verse and some which have only appeared in periodicals.

Beaconsfield, Benjamin Disraeli, 1st Earl of Vivian Grey; introd. by Philip Guedalla. 541p. O (Brodenham ed. of novels and tales of Benjamin Disraeli, v. 1) [n. d.] N. Y., Knopf \$4

The first volume in the first complete edition of Disraeli's fiction since 1881: the Bradenham edition will consist of twelve volumes, to appear, one a month, during 1927; they may be purchased separately or as a set.

Bechtel, John Hendricks

Errors in English. 224p. S (Useful bks. for everybody) '26 c. Phil., Penn \$1

Beeding, Francis

The hidden kingdom. 370p. D c. Bost., Little, Brown \$2

Two French officers and an Englishman seek to prevent an arch-criminal's plans, the criminal being Professor Kreutzmark, villain of a previous book by the same author, "The Seven Sleepers."

Bell, Alvin E., D.D.

The gist of the Bible. 169p. D [c. '26] N. Y., Doran \$1.50

An analysis of the Bible book by book.

Bell, Eleanor Dollyvarden

Forget-me-nots [verse]. 146p. D '26 c. Bost., Stratford bds. \$2

Besant, Mrs. Annie Wood

India bond or free? a world problem. 216p. O ['26] N. Y., Putnam \$2.50

Beyer, Ernestine Cobern (Marie Conde)

Voices underneath [verse]. 51p. D '26 c. Bost., Stratford bds. \$1.50

Bower, B. M., pseud. [Bertha Muzzy Sinclair, Mrs. Bertrand William Sinclair]

White wolves. 303p. D c. Bost., Little, Brown \$2

An artist, seeking beauty among western mountains, finds romance and adventure.

Bowle, Archibald Alan

Commercial clubs: organization, programs and plays. 232p. il. D [c. '26] N. Y., Gregg Pub. Co. \$1

Brown, Rev. Clement D.

The three EEE's; a treatise of new thought. 60p. D '26 c. Bost., Stratford \$1

"A protest against so much guess work that is written under the name of science." The book is divided into three parts, entitled Earthy, Ether and Evolution respectively.

Billings, William E.

Tales of the old days. 110p. O '26 N. Manchester, Ind., Author bds. 75 c.

Burdick, Charles K.

Burdick on torts; 4th ed., rev. and enl. 731p. O '26 Albany, N. Y., Banks & Co. buck. \$9

Brown, Stephen J.

The divine song-book; a brief induction to the Psalms. 83p. O '26 St. Louis, B. Herder \$1.10

Burt, Maxwell Struthers

The delectable mountains. 473p. D '27, c. '26, '27 N. Y., Scribner \$2

The romance of a wealthy young Philadelphian and a girl from a Broadway revue.

Cavert, Samuel McCrea

Securing Christian leaders for tomorrow; introd. by Robert E. Speer. 179p. (16p. bibl.) D [c. '26] N. Y., Doran \$1.50

A study in present problems of recruiting for Christian life-service.

Chambers, E. Whitman

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Taormina. 65p. D '26 N. Y., Columbia Univ. Press pap. \$1
An essay that first appeared in the *Century Magazine* in 1893.

Young, Gordon Ray
Seibert of the island. 313p. D (Popular copyrights) [n. d.] N. Y., [Grosset] 75c.

il. D [c. '26] Pittsburgh, Pa., Jackson-Remlinger Pr. Co. apply

Varley, Charles
Yulius got a new yob; a Swedish monologue. 7p. S (Denison's vaudeville sketches) [c. '26] Chic., T. S. Denison pap. 25c.

Wishart, Shelby W., M.D., and others, comps.
The therapeutic manual of the University of Michigan Hospital. 400p. S. '26 c. Ann Arbor, Mich., G. Wahr flex. fab. \$5

Title Index to the "Weekly Record"

Does not include the material listed in smaller type

Adventures of Mr. Joseph P. Cray, The. Oppenheim, E. P. \$1 *Little, Brown*
Alabaster lamps. Turnbull, M. 75c. *Grosset*

Aldine third language book. Spaulding, F. E. \$1.04 *Newson & Co.*

American etiquette. Shubert, E. \$1 *Penn*

American letter writing. Shubert, E. \$1 *Penn*

Anonymous anthology, An. Lamb, J. J. \$2 *MacGregor, Cutler Pr. Co.*

Ashes of old wishes, The. Kavanagh, H. T. \$2 *Jordan Pub. Co.*

Aspects of Mexican civilization. Vasconcelos, J. \$2 *Univ. of Chic. Press*

Baptist beginnings in education. McGlothlin, W. J. \$1.75 *S. S. Bd. of So. Bapt. Convention*

Bat, The. 75c. *Grosset*

Behind the fog. Bashford, H. H. \$2 *Harper*

Bemis (Judson Moss. Edgar, W. C. \$2 *Bellman Co.*

Between two wars. Baldwin, J. M. \$10 *Stratford*

Canadian, The. Torbett, D. 75c. *Grosset*

Canadian houses of romance. Hale, K. \$4 *Macmillan*

Canonical and civil status of Catholic parishes, The. Augustine, C. \$2.50 *B. Herder*

Captain Sazarac. Jackson, C. T. 75c. *Grosset*

Channay syndicate, The. Oppenheim, E. P. \$1 *Little, Brown*

Chequer-board, A. Clay, R. K. \$2 *Lippincott*

Christ of the gospels, The. Morrison, H. C. \$1 *Revell*

Cities of Sicily. Hutton, E. \$3.50 *Little, Brown*

Clinics, hospitals and health centers. Davis, M. M. \$5 *Harper*

Commercial clubs. Bowle, A. A. \$1 *Gregg Pub. Co.*

Comrade Jill. Adams, H. \$2 *Lippincott*

Conference matter for religious. Girardey, F. \$3 *B. Herder*

Corporate resolutions. Drummond, I. \$6 *Ronald Press*

Corporation secretary's guide. Crow, W. H. \$10 *Prentice-Hall*

Correct English. Walthier, H. J. \$1.25 *F. H. Hitchcock*

Cruise of Diablesse, The. Fenger, F. A. \$3 *Yachting, Inc.*

Delectable mountains, The. Burt, M. S. \$2 *Scribner*

Divine song-book, The. Brown, S. J. \$1.10 *B. Herder*

Dummy of Stainwright Hall, The. Baker, G. L. \$1.50 *B. Herder*

Education for adults. Keppel, F. P. \$2 *Columbia Univ. Press*

Electric development as an aid to agriculture. Tripp, G. E. \$1.25 *Putnam*

Elementary bacteriology and protozoology. Fox, H. \$2.50 *Lea & Febiger*

Elementary orchestration. Lockwood, S. P. \$1.75 *G. Wahr*

Emporos. Knorrtinga, H. \$1.60 *G. E. Stechert*

English review exercises. Ryan, M. \$1 *F. S. Crofts*

Epicure's guide to France, The. v. 1. Cur-nonsky. \$4 *Harper*

Errors in English. Bechtel, J. H. \$1 *Penn*

Faith of the gospel, The. Chapman, M. A. \$1.75 *B. Herder*

Family disorganization. Mowrer, E. R. \$3 *Univ. of Chic. Press*

Feit's (Leo) universal calculator. \$50 *Leo Feit Pub. Co.*

Flaming forest, The. Curwood J. O. 75c. *Grosset*

Forget-me-nots. Bell, E. D. \$2 *Stratford*

Furnace, The. Poling, D. A. 75c. *Grosset*

Girl from Mine Run, The. Whalen, W. W. \$2 *B. Herder*

Gist of the Bible, The. Bell, A. E. \$1.50 *Doran*

Glory. Aminoff, C. \$2.50 *Dutton*

God's prophecies for plain people. Pettingill, W. L. \$1.50 *Phil. School of the Bible*

God's world and word. Anderson, N. L. \$1.25 *Revell*

Good Americans. Warner, G. C. 75c. *Educational Pub. Co.*

Green forest. Colby, N. S. \$2 *Harcourt*

Hammond (Mrs. Ericsson) Svensk-Amerikanska kokbok. \$5 *Mrs. M. Hammond*

Hidden kingdom, The. Beeding, F. \$2 *Little, Brown*

Home radio up to date, The. Verrill, A. H. \$1 *Harper*

Homes of famous Americans; v. 2. Sherlock, C. C. \$3 *Meredith Pub'n's*

Horse sense and sensibility. Crascredo. \$5 *Scribner*

House of mystery, The. Coghlan, L. L. \$1.75 *B. Herder*

Human cerebrospinal fluid, The. Association for Research in Nervous and Mental Diseases. \$10 *P. B. Hoeber*

India bond or free? Besant, A. W. \$2.50 *Putnam*

Intimate life, The. Hall, W. S. \$2.50 *Midland Press*

Jesus and the problems of life. Weston, S. A. 65c.; 40c. *Pilgrim Press*

Jewels from the poets; bks. 1, 2, 3, Bk. 1, 60c. bks. 2 and 3, 75c., ea. *Schwartz, Kirwin & Fauss*

Laboratory guide for chemistry, A. Collister, M. C. 72c. *Iroquois Pub. Co.*

Laboratory manual in medical bacteriology. \$2 J. T. Dougherty

Lamme (Benjamin Garver), electrical engineer. \$3 *Putnam*

Life beautiful, The. Appleby, R. M. \$1.25 S. S. Bd. of So. Bapt. Convention

Linen, the emblem of elegance. Darby, W. D. \$1.50 *Textile Pub. Co.*

Little boy's friends, A. Robinson, M. D. \$1.50 *Scribner*

Looted bonanza, The. Chambers, E. W. 75c. *Chelsea House*

Lost Mr. Linthwaite, The. Fletcher, J. S. 75c. *Grosset*

Madame and her twelve virgins. Oppenheim, E. P. \$1. *Little, Brown*

Manual for observation and teaching in the elementary grades, A. Anthony, K. M. \$1 *Warwick & York*

Manual of Christian ethics, A. Keyser, L. S. \$1.25 *Lutheran Literary Bd.*

Manual of the history of dogmas, A; v. 2. Otten, B. J. \$2.50 *B. Herder*

Maori symbolism. Rout, E. A. \$6 *Harcourt*

Marvyn Scudder manual of extinct or obsolete companies; v. 1. Keane, C. P. \$25 *Marvyn Scudder Manual of Extinct or Obsolete Companies, Inc.*

Matinicus Isle. Long, C. \$5 *Lewiston Journal*

Merit system in government, The. Conference Committee on the Merit System. \$1.50 *Nat'l Municipal League*

Metalcraft and jewelry. Kronquist, E. F. \$2 *Manual Arts Press*

Mistress Wilding. Sabatini, R. 75c. *Grosset*

Modernist fundamentalism. Schlater, J. \$1.25 *Doran*

More ports, more happy places. Parker, C. S. \$3.50 *Liveright*

Motion pictures for instruction. Hollis, A. P. \$3 *Century*

Moulton (Richard Green). Moulton, W. F. \$1.50 *Macmillan*

Nature stories for children. Gordon, E. L. 54c. *Mentzer Bush & Co.*

Nelson: the man. Corbett-Smith, A. \$2.50 *Little, Brown*

New Korea, The. Ireland, A. \$5 *Dutton*

On the trail of four. Manning, D. 75c. *Chelsea House*

Once a clown, always a clown. Hopper, De W. \$3 *Little, Brown*

One increasing purpose. Hutchinson, A. S. M. 75c. *Grosset*

Paradise. Hamilton, D. 75c. *Grosset*

Passing of Charles Lanson, The. Tracy L. 75c. *Grosset*

Pastor's corner, The. Curry, W. M. \$1.50 *Revell*

Paulding (James Kirke), versatile American. Herold, A. L. \$2.50 *Columbia Univ. Press*

People and books. Nicoll, Sir W. R. \$2 *Doran*

Philosophy of music, The. Seymour, H. A. \$2.50 *Harper*

Pilgrim ship, The. Bates, K. L. \$2 *Womans Press*

Pirandello (Luigi). Starkie, W. \$3 *Dutton*

Plot and idea psychology. Leeming, B. C. \$2.50 *M. H. Schroeder Co.*

Poisonous mist. MacCreagh, G. 75c. *Grosset*

Pomeroy's past. Kummer, C. 75c. *S. French*

Poppies and mandragora. Saltus, E. E. \$2 *H. Vinal*

Port o' heart's desire. Del Ruth, H. \$2 *Barse & Hopkins*

Practical physiological chemistry. Hawk, P. B. \$6.50 *Blakiston*

Princess Charming. Fawley, W. \$2 *Macaulay*

Prowler, The. Wiley H. 75c. *Grosset*

Pulpit prayers and paragraphs. Stidger, W. L. \$1.75 *Doran*

Quincy Adams Sawyer. Adams F. J. 75c. *S. French*

Rainbow's pot o' gold The. Merceret M. \$1.75 *B. Herder*

Rear car, The. Rose, E. E. 75c. *S. French*

Red pavilion, The. Gunther, J. \$2 *Harper*

"Rosary, The." Rose, E. E. 75c. *S. French*

School history of the United States. Hart, A. B. \$1.60 *Amer. Bk. Co.*

Securing Christian leaders for tomorrow. Cavert, S. M. \$1.50 *Doran*

Seen and the unseen, The. Nicoll, Sir W. R. \$2 *Doran*

Seibert of the island. Young, G. R. 75c. *Grosset*

Selected documents and material for the study of international law and relations. Harley, J. E. \$4 *Times-Mirror Press*

Selections from Poe's literary criticism. \$1 *F. S. Crofts*

Selling the salary insurance plan. Place, R. L. \$2 *F. S. Crofts*

Ship model making; v. 2. McCann, E. A. \$2.50 *N. W. Henley Pub. Co.*

Short grammar of classical Greek, A. Kaegri, A. \$1.25 *B. Herder*

Short history of England, A. Andrews, C. M. \$1.80 *Allyn & Bacon*

Simple life of Our Lady for children. 75c. *B. Herder*

Singers' French. Laird-Brown, M. \$1.60 *Dutton*

Sketches for the exercises of an eight days' retreat. Hurter, H. \$1.25 *B. Herder*

Sodalities for nurses. Garesche, E. F. \$1.50 *Bruce Pub. Co.*

Some Mexican problems. Saenz, M. \$2 *Univ. of Chic. Press*

"Spangles." Revell, N. 75c. *Grosset*

Stories of authors. Chubb, E. W. \$2.50 *Macmillan*

Story of the rotor, The. Flettner, A. \$2
E. D. Miller

Straight crooks. Fielding, H. 75c.
Chelsea House

Study of Gersonides A. Adlerblum, N. H. \$1.75
Columbia Univ. Press

Taormina. Woodberry G. E. \$1
Columbia Univ. Press

Tenting with Abraham. \$1.25
E. U. Hoenshel

Terrible hobby of Sir Joseph Londe, Bart, The. Oppenheim, E. P. \$1
Little, Brown

Terriford mystery, The. Lowndes, M. 75c.
Grosset

Text-book of the history of painting, A. Van Dyke, J. C. \$2.25
Longmans

These splendid explorers. \$1.25
Sears

These splendid priests. Walsh, J. J. \$1.25
Sears

Three EEE's, The. Brown, C. D. \$1
Stratford

Three plays for a children's theatre. Frank, F. K. \$2
H. Vinal

True story of Ah Q, The. Lu-Hsun. \$1
G. E. Stechert

True story of my life, The. Andersen, H. C. \$2.50
Amer.-Scandinavian Foundation

Twilight. Keyserling, Count E. Von. \$2.50
Macaulay

United churches. Hooker, E. R. \$2.75
Doran

United States Board of tax appeals, The. Hamel, C. D. \$10
Prentice-Hall

Vision beyond, The. Reidy, M. V. \$1.50
B. Herder

Vivian Grey. Beaconsfield, B. D. \$4
Knopf

Vivid Spain. Chapple, J. M. \$5
Chapple Pub. Co.

Voices underneath. Beyer, E. C. \$1.50
Stratford

White music. Merrill, A. T. \$1.50
H. Vinal

White wolves. Bower, B. M. \$2
Little, Brown

Will-o'-the-wisps. Peirce, E. \$1.50
Stratford

World's best book of games and parties, The. Lear, S. \$2
Penn

The Field of Old and Rare Books and Weekly Book Exchange

CURRENT RARE BOOK NOTES

Frederick M. Hopkins

THE collection of seventeenth and eighteenth century English books formed by Lieut.-Col. Ralph H. Isham, containing 214 lots, sold January 7, in a single session, at the American Art Galleries, brought \$21,715. The highest price, \$4,900, was paid by the Rosenbach Company for the finest known copy of the first issue of the first edition of Richard Lovelace's "Lucasta," published in 1649.

AMERICANA relating to California and the West, including the collection of H. C. Holmes of Oakland, California, duplicates from the New Hampshire Historical Society, together with the important collection of Long Island history and genealogy formed by a well-known historian, comprising 989 lots, will be sold at the American Art Galleries January 26 and 27. This sale contains much material of interest to the general collector.

THE first book sale of the year at the Anderson Galleries was held on January 4, when Americana from various collections, comprising 310 lots, sold for \$2,590.25. The consignments included books relating to the Early West, California land claims, narratives of pioneers and adventures in the gold regions. A copy of George Bishop's "New England Judged," small 4to, London, 1661, brought \$75; Alexander Mackenzie's "Voyages from Montreal, on the River St. Lawrence, thru the Continent of North America, to the Frozen and Pacific Oceans, in the Years 1789 and 1793," London, 1801, \$60; and Herman Melville's "Mardi," 2 vols., New York, 1849, first edition, \$30.

THE collection of autograph letters, documents and manuscripts of the late John H. Gundlach, of St. Louis, was sold at the American Art Galleries January 6

and 7, bringing \$45,458. The original manuscript of a nine-line unpublished poem by Edgar Allan Poe brought \$1,850. An important manuscript of a thousand words in which Walt Whitman discussed "Edgar Poe's Significance" sold for \$900. The famous letter from Pope Gregory XIII to the French King Charles IX, congratulating him on his escape from death at the time of the Massacre of St. Bartholomew, fetched \$660; an autograph copy of a survey by Thomas Jefferson, \$625; an autograph survey by George Washington at the age of eighteen, \$400; a letter by Martha Washington regarding housekeeping at Mount Vernon, \$450; and a fiftieth anniversary proclamation by Woodrow Wilson, on April 13, 1915, on Lincoln's death, \$400.

NO 2 of "The Book Lovers' Miscellany," being a catalog of "A Collection of Books, some very rare: Arranged Chronologically Under Date of Publication from the Nuremberg Chronicle, 1493, to The Georgian Press, 1926" issued by the rare book department of E. P. Dutton & Co., of this city, is an octavo of 88 pages, listing 499 lots. The rarer lots include a fine copy of the Fourth Folio of Shakespeare; *The Sporting Magazine*, 156 vols., London, 1792-1876; an extraordinary and absolutely complete set of *The Scourge*, the rarest of all books illustrated by George Cruikshank; a set of Pickering's Aldine Poets, 52 vols., all first issues in the original cloth bindings with clean, perfect labels; and Walton and Cotton's "Complete Angler," 2 vols., London, 1836, the Pickering edition, extended to 20 vols. by extra illustrated material, bound in full niger morocco. The illustrations contain original water colors and pen and ink drawings and autograph letters.

THE current catalog of rare books issued by E. P. Dutton & Co., "First Editions of the Works of Charles Dickens and Dickensiana" is of interest to all collectors of this famous author. The star item is the Coggeshall copy of "Pickwick Papers" listed at \$11,000. This superb first issue of the first edition of "Pickwick" is crisp and fresh thruout. All the wrappers are of original first issues, and the plates are

bright and entirely free from foxing. It contains the four scarce addresses; the set of 48 additional plates, comprising the Seymour and Phiz duplicates and the unused plate by Buss; the wrapper of No. 1 of Library of Fiction, containing the very scarce preliminary notice of *Pickwick* written by Dickens and outlining the substance of the great novel. In addition this copy contains a page of the original manuscript and a photostat of the few known pages of manuscript in the British Museum.

THE Bibliographical Society of London has ready for publication "A Short-title Catalogue of Books printed in England, Scotland, and Ireland, and of English Books printed Abroad, 1475-1640," compiled by A. W. Pollard and G. R. Redgrave, assisted by other members of the society. This work will contain entries of over 26,000 different books in their various editions, each of which is numbered and arranged in alphabetical order of author's name or heading as in the British Museum Catalog, but with some modifications which make for greater clarity; and a chronological order of editions. Each item contains the abridged title in original spelling; mention of translators, editors, etc., if necessary; reference to the entry of the book in the Stationers' Register, when known; size; printers' and publishers' names; known or approximate date; and a list of libraries that possess a copy. The catalog is not a list of books known or believed to have been produced, but a register of books of which copies have been traced in stated libraries and collections. About 150 libraries and owners of books are registered. By the use of this volume research will be greatly facilitated and many other works rendered unnecessary.

THE "Bibliography of the Works of Rudyard Kipling," by Mrs. Flora V. Livingston, published by the Harvard University Press in conjunction with Edgar H. Wells & Co., Inc., booksellers of this city, is expected to be ready for delivery this month. Mrs. Livingston, as librarian of the Harry Elkins Widener Collection in Harvard College Library has had the time and facilities to make as perfect a piece of work of its kind as we often get. It con-

tains 500 items, including Indian, English, American, Canadian, and Continental editions, copyright pamphlets, separately printed stories and poems and pirated editions. All these have passed thru the author's hands for collation and comparison of texts. The descriptive material for each collected volume includes notations of the first appearance of each item in it, whether story, poem, article, or speech. All these details are given increased accessibility by means of the chronological list and the index, both of which are so complete as to be almost bibliographies in themselves. Full-sized facsimiles of the rarest books are provided, among them the correct covers of the Indian Railway Library which were retouched or reengraved so often. The correct back covers, which are as necessary as the front, are also given. The work has been printed by the Harvard University Press, under the direction of Bruce Rogers, in two editions, one for the regular trade, and a special edition, printed on all-rag paper and autographed by the author, in an edition of 55 copies, only 50 of which are for sale. Kipling collectors will be glad to get this much needed bibliography.

THE important spring announcement of the Nonesuch Press is Dante's "Divine Comedy" in Italian and English, with forty-four double page reproductions of the illustrations by Botticelli. The English is the translation of Cary and there will be 950 sets bound in full velum. The American representative of the Nonesuch Press is now the Modern Library, Inc., at 45th Street.

CHATTO & WINDUS are issuing a selection of "Essays" by Aldous Huxley which will be limited to six hundred copies, each numbered and signed by the author. The size will be quarto and Florence type will be used.

THE first five copies of Colonel Lawrence's book, "The Seven Pillars of Wisdom," were printed on a newspaper press for the author's own personal use. A second edition has now been printed and is limited to one hundred copies; these on hand-made paper and containing illustra-

tions in color and in black and white. This spring an abridgment of this is to be published, entitled "Revolt in the Desert." This is also to be illustrated, with a de luxe edition on hand-made paper with ten or eleven plates in full color.

Auction Calendar

Wednesday and Thursday afternoons, January 19th and 20th, at 2:30. First editions and library sets, early English and later literature, rare editions of Horace, etc., from the library of Charles L. Dana of New York City, sets of esteemed authors, extra-illustrated books, mainly in fine bindings, including selections from the library of Guy B. Stearns of New York City. American Art Association, 30 East 57th St., New York City.

Wednesday afternoon and evening, January 26th, at 2:30 and 8:15, and Thursday afternoon, January 27th, at 2:30. Americana. American Art Association, 30 East 57th St., New York City.

Catalogs Received

Books on Russia, China, Japan, Hawaii and South Seas. (No. 15; Items 1320.) P. Stammer, 61 Fourth Ave., New York City.

Klassische Philologie und Altertumskunde. (No. 15; Items 658.) Robert Jahn, Göschenstrasse 1, Leipzig, Germany.

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Poems. Haniel Long.
Any Works. E. E. Cummings.

GRACE AIRD, 342 MADISON AVE., NEW YORK
Grapes or Vineyards. Anything on culture of.

MISS ALADDIN'S SHOP, 10 PARK ST., BOSTON
The Young Marooners.
Bennett. An Off Islander.
Young. Rivers of Life.
Robie. Historic Styles of Furniture.
Arnold. Light of the World.

ALBANY PUBLIC LIBRARY, ALBANY, N. Y.
Prioleau. Adventures of Imshi: A Two-Seater in Search of the Sun. Little.

DAVID ALTMAN, 45 W. 45TH ST., NEW YORK
Smyth. Greek Melic Poets. Macmillan, London, 1900.

AMER. BAPT. PUB. SOC., 125 N. WABASH AVE., CHICAGO
Burton. Translation of the Arabian Nights.

AMER. BAPT. PUB. SOC., 1107 MCGEE ST., KANSAS CITY, Mo.
Sabbath Readings on Joshua and Judges. J. Cummins.
Is Christianity from God? Cummins.
Our Father, A Manual of Family Prayers. Cummins.
Celebrated Protestant Discussion Between the Rev. John Cummins, D.D., and Daniel French, Esq.

W. H. ANDRE, 604 KITTREDGE BLDG., DENVER
Wharton. History of Denver. 1st ed.
Scribner. Subscription, complete ed. of Robert Louis Stevenson. One of the best issues.

ANTIQUES & RARE BK. SHOP, 4376 OLIVE ST., ST. LOUIS, Mo.
Old Godeys, Petersons, Grahams and other magazines with colored plates.

ARGOSY BK. STORE, 45 FOURTH AVE., N. Y.
Phantasies. De Moraley.
We Boys. Anonymous. Harper, 1850.

ARGUS BK. SHOP, 434 S. WABASH AVE., CHICAGO
Up Terrapin River. O. P. Reed.
Moods. Dreiser.
Europe After 8:15. Mencken.
One Woman. Dixon.

Old Book Notes

These leading department stores in all sections of the country have found the use of our Weekly Book Exchange a valuable factor in carrying on the business of their book departments. Other stores that have not yet availed themselves of our Books Wanted columns would find in them a wide field for new profit in their book departments, as the stores listed below have already discovered:

Hochschild, Kohn & Co.—Baltimore.
Joseph Horne Co.—Pittsburgh.
R. H. Macy & Co.—New York.
Powers, Inc.—Minneapolis.
Frederick Loeser & Co.—Brooklyn.
Strawbridge & Clothier.—Philadelphia.
Woodward & Lothrop.—Washington.
Marshall Field & Co.—Chicago.
J. W. Robinson Co.—Los Angeles.
Daniels & Fisher Stores Co.—Denver.
Carson, Pirie, Scott & Co.—Chicago.
Denholm & McKay Co.—Worcester, Mass.
Glass Block Store.—Duluth.
Dayton Co.—Minneapolis.
Emery, Bird, Thayer Dry Goods Co.—Kansas City.
Scruggs-Vandervoort-Barney Dry Goods Co.—St. Louis.
Stix, Baer & Fuller Co.—St. Louis.
Miller & Paine—Lincoln, Neb.
John Wanamaker—New York.
Sibley, Lindsay & Curr Co.—Rochester, N. Y.
Elder & Johnston Co.—Dayton, Ohio.
Gimbels Bros.—Philadelphia.
Hutzler Bros. Co.—Baltimore.
Jordan, Marsh Co.—Boston.
Kaufmann's—Pittsburgh.

The Book Hunter

Christmas may come and New Year's may go but according to the Books Wanted columns of the *Publishers' Weekly* for December books are still sought after by collectors. The carrying on of the search thru the Christmas holidays may even be due to the gift-giving season, for there could be no more delightful present than a very scarce first or unique edition of a favorite author. At any rate there was no let down in requests for any first editions or any separate titles. In fact, there was a new interest shown in a field very little touched on in these columns before this month, that of illustration. Four separate requests for books with Rackham illustrations, two for Dulac and others for Lovat Fraser, Beardsley, Howard Pyle and John Austen show that the general interest in book illustration of which we have been hearing so much recently is not theoretical.

Jean Toomer enters the list for the first time and Gertrude Stein who has always just missed appears this month. For the rest it runs in pretty much the same way it has for the list six months, Cabell leading with a fair total. Here is the list, given by order of demands:

	All Firsts Wanted	Separate Titles Wanted
James Branch Cabell	6	12
Rudyard Kipling	6	7
Joseph Conrad	5	6
Mark Twain	5	5
Edgar Allan Poe	4	7
John Galsworthy	4	4
Norman Douglas	4	3
Lafcadio Hearn	4	2
James Stephens	4	2
Sherwood Anderson	4	1
Oscar Wilde	4	1
Bret Harte	4	
James Joyce	4	
Amy Lowell	3	
Robert Louis Stevenson	2	1
Theodore Dreiser	1	8
Will Durant	5	
Joseph Hergesheimer	5	
Christopher Morley	5	
James Fenimore Cooper	4	
Ben Hecht	4	
Jean Toomer	4	
Stephen Crane	3	
Paul De Kruif	3	
Edna St. Vincent Millay	3	

John Cowper Powys	3
Romain Rolland	3
Gertrude Stein	3
H. G. Wells	3
Walt Whitman	3

Weekly Book Exchange

AVONDALE PRESS, 1841 BROADWAY, NEW YORK	
People We Meet; Some People We Meet; Young	
Ladies of Today; Young Gentlemen of To-	
day. All by Charles F. Rideal.	
A Century of Success. Freeman Morris.	
History of Lancashire. Lawrence Butterworth.	
Dickens, Charles. Any and all items of any kind,	
including autographs, illus., drawings, clip-	
pings, photographs, and Dickensiana gener-	
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